

TABLE 1. Basic cost information for San Juan County, 2003.

| Item                            |                              |  |         |
|---------------------------------|------------------------------|--|---------|
| <b>Labor Wage Rate:</b>         |                              |  |         |
| Equipment operators             | \$/hour                      |  | \$6.75  |
| General & Irrigators            | \$/hour                      |  | \$6.45  |
| <b>Purchased Inputs:</b>        |                              |  |         |
| <b>Fertilizer:</b>              |                              |  |         |
| Phosphate (P205)                | \$/pound                     |  | \$0.33  |
| <b>Seed:</b>                    |                              |  |         |
| Alfalfa                         | \$/pound                     |  | \$3.00  |
| Oats                            | \$/pound                     |  | \$0.40  |
| Wire                            | \$/pound                     |  | \$0.39  |
| Canal Water                     | \$/acre foot                 |  | \$10.75 |
| <b>Energy:</b>                  |                              |  |         |
| Diesel fuel                     | \$/gallon                    |  | \$1.30  |
| Gasoline                        | \$/gallon                    |  | \$1.35  |
| Electricity                     | cents/KwHr                   |  | 8.87    |
| LP Gas                          | \$/gallon                    |  | \$1.21  |
| Natural Gas                     | \$/MCF                       |  | \$3.28  |
| (service charge)                | \$/month                     |  | \$10.00 |
| Employee Liability Insurance    | \$/ \$1,000 wages            |  | \$20.00 |
| Employee Benefits               | percent/w ages               |  | 18.00%  |
| Labor Downtime                  | percent                      |  | 25.00%  |
| <b>Financial Rates:</b>         |                              |  |         |
| Operating Capital Interest Rate | percent                      |  | 8.00%   |
| Land Interest Rate              | percent                      |  | 7.00%   |
| Equipment Interest Rate         | percent                      |  | 8.00%   |
| Real Interest Rate              | percent                      |  | 4.00%   |
| Land Taxes                      | \$253.00 /acre (full value)  |  | \$2.07  |
| Personal Property Tax Rate - NR | \$/ \$1,000 (Assessed Value) |  | \$24.60 |
| - R                             |                              |  | \$20.83 |
| <b>Supervision Factors</b>      |                              |  |         |
| Field Crop-Irrigation           | \$/labor hour                |  | \$1.00  |
| Field Crop-Equipment & General  | \$/labor hour                |  | \$0.50  |
| Management Rate                 | percent                      |  | 7.00%   |

TABLE 1a. Overhead cost information for San Juan County, 2003.

| ITEM                               |          |                        |          |
|------------------------------------|----------|------------------------|----------|
| Electricity (Domestic & Shop)      |          | \$120.00 per month     | \$1,440  |
| Telephone                          |          | \$80.00 per month      | \$960    |
| Accounting & Legal                 |          |                        | \$490    |
| Misc. Supplies & Hand Tools        |          |                        | \$825    |
| Pickup and Auto                    |          |                        |          |
| miles                              | 10,300 @ | \$0.365 per mile       | \$3,760  |
| <b>Insurance</b>                   |          |                        |          |
| - general liability (non-employee) |          |                        | \$1,020  |
| - fire/theft                       |          |                        | \$665    |
| <b>Property Taxes</b>              |          |                        |          |
| - non-farm land                    |          |                        | \$0      |
| - other than land & machinery      |          |                        | \$320    |
| Building repairs and maintenance   |          |                        | \$510    |
| Dues, fees, publications           |          |                        | \$245    |
| Farmstead Equipment                |          |                        | \$165    |
|                                    |          | Total                  | \$10,399 |
|                                    |          | Total per planted acre | \$150.71 |

Table 2. Pumping costs and data for irrigation, San Juan County, 2003.

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INPUT DATA

DELIVERY PSI:

BOOSTER PUMP.... 70

GALLONS PER MINUTE (GPM)... 800

WORK HORSEPOWER... 33

EFFICIENCY FACTOR:

ELECTRICITY. .... 0.540

NATURAL GAS. .... 0.154

LP GAS..... .... 0.154

DIESEL..... .... 0.160

FUEL COST PER UNIT:

ELECTRICITY. .... 8.87 CENTS/K wHr

NATURAL GAS. .... \$3.28 \$/MCF

LP GAS..... .... \$1.21 \$/GAL

DIESEL..... .... \$1.30 \$/GAL

PUMPING COSTS

ELECTRIC WELL:

COST PER HOUR.....\$ 4.03

COST PER ACRE INCH .....\$ 2.28

NATURAL GAS WELL:

COST PER HOUR.....\$ 1.97

COST PER ACRE INCH .....\$ 1.12

LP GAS WELL:

COST PER HOUR.....\$ 7.14

COST PER ACRE INCH .....\$ 4.04

DIESEL WELL:

COST PER HOUR.....\$ 4.80

COST PER ACRE INCH .....\$ 2.71

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TABLE 3. Equipment summary for an 80 acre sprinkler-irrigated farm, San Juan County, 2003.

| EQUIPMENT                   |                     | VARIABLE COSTS |             |                    |                  |        |               | FIXED COSTS   |       |                |
|-----------------------------|---------------------|----------------|-------------|--------------------|------------------|--------|---------------|---------------|-------|----------------|
| ITEM & SIZE                 | ANNUAL HOURS OF USE | NUMBE          | TOTAL VALUE | FUEL AND LUBRICANT | FUEL,LUBE REPAIR | PER HR | REPAIR PER HR | DEPRE-CIATION | TAXES | TOTAL PER HOUR |
| TRACTOR 40 HP               | 51                  | 1              | \$1,600     | \$208              | \$7              | \$4.04 | \$0.14        | \$50          | \$10  | \$1.17         |
| TRACTOR 95 HP               | 65                  | 1              | \$19,240    | \$604              | \$84             | \$9.24 | \$1.29        | \$1,430       | \$176 | \$24.55        |
| SWATHER 14 FT               | 35                  | 1              | \$4,300     | \$170              | \$61             | \$4.87 | \$1.74        | \$1,450       | \$119 | \$44.98        |
| BALER, PTO 2-WIRE           | 46                  | 1              | \$1,500     |                    | \$39             |        | \$0.85        | \$385         | \$32  | \$9.10         |
| BALE WAGON, PTO             | 44                  | 1              | \$1,650     |                    | \$126            |        | \$2.88        | \$800         | \$66  | \$19.85        |
| DISC 12 FT                  | 4                   | 1              | \$2,250     |                    | \$10             |        | \$2.79        | \$180         | \$18  | \$53.06        |
| PLOW 3-14 IN                | 7                   | 1              | \$3,350     |                    | \$25             |        | \$3.35        | \$268         | \$27  | \$40.09        |
| DITCHER (DOUBLE MOLDBOARD)  | 8                   | 1              | \$1,250     |                    | \$0              |        | \$0.05        | \$100         | \$10  | \$13.78        |
| HARROW 12 FT                | 2                   | 1              | \$300       |                    | \$0              |        | \$0.01        | \$24          | \$2   | \$12.66        |
| DRILL 12 FT                 | 2                   | 1              | \$2,200     |                    | \$2              |        | \$1.06        | \$220         | \$18  | \$103.05       |
| FERT SPREADER DEALER FURNI: | 4                   |                |             |                    |                  |        |               |               |       |                |
| SIDEROLL SPRINKLER          | 2,038               | 2              | \$5,000     |                    | \$96             |        | \$0.05        | \$667         | \$41  | \$0.35         |
| NATURAL GAS BOOSTER PUMP    | 2,038               | 1              | \$2,500     | \$4,018            | \$381            | \$1.97 | \$0.19        | \$333         | \$21  | \$0.23         |
|                             |                     |                | \$45,140    | \$5,000            | \$831            |        |               | \$5,907       | \$540 |                |

TABLE 4. Alfalfa establishment, sprinkler-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2003.

Planting dates: April 15 - June 1  
Harvesting dates: June 15 - July 1

| ITEM                             | PRICE      | YIELD               |                  |          |             |         |            | TOTAL      |
|----------------------------------|------------|---------------------|------------------|----------|-------------|---------|------------|------------|
| <b>GROSS RETURNS</b>             |            |                     |                  |          |             |         |            |            |
| OAT HAY                          | \$130.00   | 2.25                | TONS (STACKED)   |          |             |         |            | \$292.50   |
| GRAZING                          | \$10.00    | 1                   | AUM              |          |             |         |            | \$10.00    |
| <b>TOTAL</b>                     |            |                     |                  |          |             |         |            | \$302.50   |
| <b>PURCHASED INPUTS</b>          |            |                     |                  |          |             |         |            |            |
| PURCHASED INPUTS                 | PRICE      | QUANTITY            | PURCHASED INPUTS |          | FIXED COST  |         |            | TOTAL      |
| ALFALFA SEED                     | \$3.00     | 20                  | LBS              |          | \$60.00     |         |            | \$60.00    |
| OAT SEED                         | \$0.40     | 45                  | LBS              |          | \$18.00     |         |            | \$18.00    |
| PHOSPHATE (P2O5)                 | \$0.33     | 45                  | LBS              |          | \$14.85     |         |            | \$14.85    |
| WIRE                             | \$0.39     | 19                  | LBS              |          | \$7.52      |         |            | \$7.52     |
| CANAL WATER                      |            | 39                  | AC. IN.          |          | \$34.94     |         |            | \$34.94    |
| CANAL WATER (MAINTENANCE)        |            | 1                   | ACRE             |          | \$8.00      |         |            | \$8.00     |
| <b>SUBTOTAL</b>                  |            |                     |                  | \$100.37 | \$42.94     |         |            | \$143.31   |
| <b>PREHARVEST OPERATIONS</b>     |            |                     |                  |          |             |         |            |            |
| PREHARVEST OPERATIONS            | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR    | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL      |
| PLOW                             | 96 HP      | 0.67 HR             |                  | \$4.52   | \$6.19      | \$3.11  | \$43.31    | \$57.13    |
| DISC (2X)                        | 96 HP      | 0.34 HR             |                  | \$2.30   | \$3.14      | \$1.39  | \$26.39    | \$33.21    |
| HARROW                           | 96 HP      | 0.19 HR             |                  | \$1.28   | \$1.76      | \$0.25  | \$7.07     | \$10.36    |
| FERTILIZE                        | 96 HP      | 0.05 HR             |                  | \$0.34   | \$0.46      | \$0.06  | \$1.23     | \$2.09     |
| DRILL                            | 96 HP      | 0.21 HR             |                  | \$1.42   | \$1.94      | \$0.49  | \$26.80    | \$30.65    |
| DITCHER (2X)                     | 40 HP      | 0.10 HR             |                  | \$0.68   | \$0.40      | \$0.02  | \$1.50     | \$2.59     |
| IRRIGATE (9X)                    |            | 2.25 HR             |                  | \$14.51  | \$43.49     | \$5.16  | \$12.79    | \$75.95    |
| <b>SUBTOTAL</b>                  |            | 3.81 HR             |                  | \$25.04  | \$57.38     | \$10.48 | \$119.08   | \$211.98   |
| <b>HARVEST OPERATIONS</b>        |            |                     |                  |          |             |         |            |            |
| SWATHER                          | 14 FT      | 0.16 HR             |                  | \$1.08   | \$0.78      | \$0.28  | \$7.20     | \$9.33     |
| BALER                            | 96 HP      | 0.21 HR             |                  | \$1.42   | \$1.94      | \$0.45  | \$7.07     | \$10.87    |
| BALE WAGON                       | 96 HP      | 0.20 HR             |                  | \$1.35   | \$1.85      | \$0.83  | \$8.88     | \$12.91    |
| <b>SUBTOTAL</b>                  |            | 0.57 HR             |                  | \$3.85   | \$4.57      | \$1.56  | \$23.15    | \$33.12    |
| <b>OVERHEAD EXPENSES</b>         |            |                     |                  |          |             |         |            |            |
| DOWNTIME                         |            | 1.74 HR             |                  | \$11.71  |             |         |            | \$11.71    |
| EMPLOYEE BENEFITS                |            |                     |                  | \$5.20   |             |         |            | \$5.20     |
| INSURANCE                        |            |                     | \$0.58           |          |             |         |            | \$0.58     |
| LAND TAXES                       |            |                     |                  |          |             |         | \$2.07     | \$2.07     |
| SUPERVISION AND MANAGEMENT       |            |                     |                  | \$28.19  |             |         |            | \$28.19    |
| <b>SUBTOTAL</b>                  |            | 1.74 HR             | \$0.58           | \$45.10  | \$2.07      |         |            | \$47.75    |
| <b>TOTAL OPERATING EXPENSES</b>  |            | 6.12 HR             | \$100.95         | \$73.99  | \$61.95     | \$12.04 | \$187.24   | \$436.16   |
| <b>NET OPERATING PROFIT</b>      |            |                     |                  |          |             |         |            | (\$133.66) |
| INTEREST ON OPERATING CAPITAL    | (          | \$67.66             | @                | 8.00%    |             |         |            | \$5.41     |
| INTEREST ON EQUIPMENT INVESTMENT |            |                     |                  |          |             |         |            | \$123.42   |
| <b>RETURN TO LAND AND RISK</b>   |            |                     |                  |          |             |         |            | (\$262.48) |

TABLE 5. Alfalfa hay, sprinkler-irrigated, budgeted per acre costs and returns for an 80 acre farm, San Juan County, 2003.  
Harvesting dates: June 1 - October 15

| ITEM   | PRICE      | YIELD               |                  |          |             |         |            | TOTAL      |          |          |
|--|------------|---------------------|------------------|----------|-------------|---------|------------|------------|----------|----------|
| <b>GROSS RETURNS</b>                           |            |                     |                  |          |             |         |            |            |          |          |
| ALFALFA HAY                                    | \$140.00   | 5.50 TONS (STACKED) |                  |          |             |         |            | \$770.00   |          |          |
| GRAZING  | \$10.00    | 2.00 AUM            |                  |          |             |         |            | \$20.00    |          |          |
| TOTAL  |            |                     |                  |          |             |         |            | \$790.00   |          |          |
| <b>PURCHASED INPUTS</b>                        |            |                     |                  |          |             |         |            |            |          |          |
| PURCHASED INPUTS                               | PRICE      | QUANTITY            | PURCHASED INPUTS |          |             |         |            | FIXED COST | TOTAL    |          |
| PHOSPHATE (P2O5)                               | \$0.33     | 40 LBS              | \$13.20          |          |             |         |            |            | \$13.20  |          |
| INSECTICIDE (AERIAL)                           | \$19.20    | 1 ACRE              | \$19.20          |          |             |         |            |            | \$19.20  |          |
| WIRE   | \$0.39     | 43 LBS              | \$16.77          |          |             |         |            |            | \$16.77  |          |
| LIVESTOCK FAC & EQUIP ESTABLISHMENT: Principal |            | 6 YEARS             |                  |          |             |         | \$5.00     | \$5.00     |          |          |
| : Interest                                     |            |                     |                  |          |             |         | \$43.75    | \$43.75    |          |          |
|  |            |                     |                  |          |             |         | \$22.33    | \$22.33    |          |          |
| CANAL WATER                                    |            | 46 AC. IN.          |                  |          |             |         | \$41.21    | \$41.21    |          |          |
| CANAL WATER (MAINTENANCE)                      |            | 1 ACRE              |                  |          |             |         | \$8.00     | \$8.00     |          |          |
| SUBTOTAL                                       |            |                     | \$49.17          |          |             |         |            |            | \$120.28 | \$169.45 |
| <b>PREHARVEST OPERATIONS</b>                   |            |                     |                  |          |             |         |            |            |          |          |
| PREHARVEST OPERATIONS                          | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR    | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL      |          |          |
| FERTILIZE                                      | 96 HP      | 0.05 HR             |                  | \$0.34   | \$0.46      | \$0.06  | \$1.23     | \$2.09     |          |          |
| DITCHER (2X)                                   | 40 HP      | 0.10 HR             |                  | \$0.68   | \$0.40      | \$0.02  | \$1.50     | \$2.59     |          |          |
| IRRIGATE (13X)                                 |            | 3.25 HR             |                  | \$20.96  | \$51.30     | \$6.09  | \$15.08    | \$93.43    |          |          |
| SUBTOTAL                                       |            | 3.40 HR             |                  | \$21.98  | \$52.16     | \$6.17  | \$17.81    | \$98.12    |          |          |
| <b>HARVEST OPERATIONS</b>                      |            |                     |                  |          |             |         |            |            |          |          |
| SWATHER (3X)                                   | 14 FT      | 0.48 HR             |                  | \$3.24   | \$2.34      | \$0.84  | \$21.59    | \$28.00    |          |          |
| BALER (3X)                                     | 40 HP      | 0.63 HR             |                  | \$4.25   | \$2.54      | \$0.62  | \$6.47     | \$13.89    |          |          |
| BALE WAGON (3X)                                | 96 HP      | 0.60 HR             |                  | \$4.05   | \$5.54      | \$2.50  | \$26.64    | \$38.74    |          |          |
| SUBTOTAL                                       |            | 1.71 HR             |                  | \$11.54  | \$10.42     | \$3.96  | \$54.70    | \$80.63    |          |          |
| <b>OVERHEAD EXPENSES</b>                       |            |                     |                  |          |             |         |            |            |          |          |
| DOWNTIME                                       |            | 0.44 HR             |                  | \$2.97   |             |         |            | \$2.97     |          |          |
| EMPLOYEE BENEFITS                              |            |                     |                  | \$6.03   |             |         |            | \$6.03     |          |          |
| INSURANCE                                      |            |                     | \$0.67           |          |             |         | \$0.67     |            |          |          |
| LAND TAXES                                     |            |                     |                  |          |             |         | \$2.07     | \$2.07     |          |          |
| SUPERVISION AND MANAGEMENT                     |            |                     |                  | \$59.43  |             |         |            | \$59.43    |          |          |
| OTHER EXPENSES                                 |            |                     | \$150.71         |          |             |         | \$150.71   |            |          |          |
| SUBTOTAL                                       |            | 0.44 HR             | \$151.38         | \$68.43  |             |         |            | \$2.07     | \$221.89 |          |
| TOTAL OPERATING EXPENSES                       |            | 5.55 HR             | \$200.55         | \$101.95 | \$62.58     | \$10.13 | \$194.87   | \$570.09   |          |          |
| NET OPERATING PROFIT                           |            |                     |                  |          |             |         |            | \$219.91   |          |          |
| INTEREST ON OPERATING CAPITAL                  | (          | \$40.37             | @                | 8.00%    |             |         |            | \$3.23     |          |          |
| INTEREST ON EQUIPMENT INVESTMENT               |            |                     |                  |          |             |         |            | \$53.84    |          |          |
| RETURN TO LAND AND RISK                        |            |                     |                  |          |             |         |            | \$162.85   |          |          |

BUDGET SUMMARY

|                               |          |          |   |
|-------------------------------|----------|----------|---|
| GROSS RETURN                  |          | \$790.00 |   |
| VARIABLE OPERATING EXPENSES   | \$273.27 |          |   |
| RETURN OVER VARIABLE EXPENSES |          | \$516.73 | (GROSS MARGIN)                          |
| FIXED EXPENSES                | \$194.87 |          |   |
| NET FARM INCOME               |          | \$321.86 | (RETURN TO CAPITAL, LABOR, LAND & RISK) |
| LABOR AND MANAGEMENT COST     | \$101.95 |          |   |
| NET OPERATING PROFIT          |          | \$219.91 | (RETURN TO CAPITAL, LAND & RISK)        |
| CAPITAL COSTS                 | \$57.07  |          |   |
| RETURN TO LAND AND RISK       |          | \$162.85 |   |

TABLE 6. Summary of per acre costs and returns for an 80 acre farm, San Juan County, 2002.

|                                  | ALFALFA<br>ESTABLISHMENT<br>-----SPRINKLER----- | ALFALFA<br>HAY |
|----------------------------------|---|----------------|
|                                  | TONS  | TONS           |
| PRIMARY YIELD                    | 2.25  | 5.50           |
| PRIMARY PRICE                    | 130.00  | 140.00         |
| GOVERNMENT PAYMENTS              | 0.00  | 0.00           |
| SECOND INCOME                    | 10.00   | 20.00          |
| GROSS RETURN                     | \$302.50  | \$790.00       |
| CASH OPERATING EXPENSES          |   |                |
| SEED                             | \$78.00   |                |
| FERTILIZER                       | \$14.85   | \$13.20        |
| CHEMICALS                        |   | \$19.20        |
| CROP INSURANCE                   |   |                |
| OTHER PURCHASED INPUTS           | \$7.52  | \$16.77        |
| CANAL WATER                      |   |                |
| FUEL, OIL & LUBRICANTS-EQUIPMENT | \$18.46   | \$11.29        |
| FUEL-IRRIGATION                  | \$43.49   | \$51.30        |
| REPAIRS                          | \$12.04   | \$10.13        |
| CUSTOM CHARGES                   |   |                |
| LAND TAXES                       | \$2.07  | \$2.07         |
| OTHER EXPENSES                   | \$0.58  | \$151.38       |
| TOTAL CASH EXPENSES              | \$177.01  | \$275.34       |
| RETURN OVER CASH EXPENSES        | \$125.49  | \$514.66       |
| FIXED EXPENSES                   | \$185.16  | \$192.80       |
| TOTAL EXPENSES                   | \$362.17  | \$468.14       |
| NET FARM INCOME                  | (\$59.67)                                       | \$321.86       |
| LABOR AND MANAGEMENT COSTS       | \$73.99   | \$101.95       |
| NET OPERATING PROFIT             | (\$133.66)                                      | \$219.91       |
| CAPITAL COSTS                    |   |                |
| INTEREST ON OPERATING CAPITAL    | \$5.41  | \$3.23         |
| INTEREST ON EQUIPMENT INVESTMENT | \$123.42  | \$53.84        |
| TOTAL CAPITAL COSTS              | \$128.83  | \$57.07        |
| RETURN TO LAND AND RISK          | (\$262.48)                                      | \$162.85       |

TABLE 7. Whole farm summary, San Juan County, 2002.

|                                  |          |          |
|----------------------------------|----------|----------|
| GROSS RETURNS                    |          |          |
| OAT HAY                          | 11 ACRES |          |
| CROP                             |          | \$3,328  |
| ALFALFA HAY                      | 69 ACRES |          |
| CROP                             |          | \$53,130 |
| GRAZING                          |          | \$1,380  |
| GROSS RETURN                     |          | \$57,838 |
| CASH OPERATING EXPENSES          |          |          |
| SEED                             |          | \$858    |
| FERTILIZER                       |          | \$1,074  |
| CHEMICALS                        |          | \$1,325  |
| CROP INSURANCE                   |          | \$0      |
| OTHER PURCHASED INPUTS           |          | \$1,240  |
| CANAL WATER                      |          | \$0      |
| FUEL, OIL & LUBRICANTS-EQUIPMENT |          | \$982    |
| FUEL-IRRIGATION                  |          | \$4,018  |
| REPAIRS                          |          | \$831    |
| CUSTOM CHARGES                   |          | \$0      |
| LAND TAXES                       |          | \$166    |
| OTHER EXPENSES                   |          | \$10,452 |
| TOTAL CASH EXPENSES              |          | \$20,946 |
| RETURN OVER CASH EXPENSES        |          | \$36,892 |
| FIXED EXPENSES                   |          | \$12,321 |
| TOTAL EXPENSES                   |          | \$33,267 |
| NET FARM INCOME                  |          | \$24,571 |
| LABOR AND MANAGEMENT COSTS       |          | \$7,848  |
| NET OPERATING PROFIT             |          | \$16,722 |
| CAPITAL COSTS                    |          |          |
| INTEREST ON OPERATING CAPITAL    |          | \$282    |
| INTEREST ON EQUIPMENT INVESTMENT |          | \$5,072  |
| TOTAL CAPITAL COSTS              |          | \$5,355  |
| RETURN TO LAND AND RISK          |          | \$11,368 |

| LAND VALUE    | RETURN TO RISK* | RETURN ON INVESTMENT** |
|---------------|-----------------|------------------------|
| \$1,000 /ACRE | \$8,168         | 13.36%                 |
| \$2,500 /ACRE | \$3,368         | 6.82%                  |
| \$4,000 /ACRE | (\$1,432)       | 4.58%                  |
| \$5,500 /ACRE | (\$6,232)       | 3.45%                  |
| \$7,000 /ACRE | (\$11,032)      | 2.76%                  |
| \$8,500 /ACRE | (\$15,832)      | 2.31%                  |

\* RETURN TO LAND AND RISK MINUS (INTEREST RATE TIMES LAND VALUE TIMES ACREAGE)

\*\* NET OPERATING PROFIT DIVIDED BY (MACHINERY AND EQUIPMENT VALUE PLUS LAND VALUE)